

Message Text

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ACTION SCI-06

INFO OCT-01 EUR-25 ISO-00 EB-11 CIAE-00 INR-10 NSAE-00

RSC-01 XMB-07 TRSE-00 L-03 NASA-04 DRC-01 /069 W

----- 109005

P R 211628Z MAY 74

FM AMEMBASSY ROME

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 4913

UNCLAS ROME 6983

E.O. 11652: N/A

TAGS: BEMP, IT

SUBJ: SATELLITE GROUND STATION SALE MAY REQUIRE EXIM FINANCING

STATE FOR SCI-MANNIELLO.

1. BENDIX INTERNATIONAL LOCAL REP ADVISED EMBASSY THAT ITALIAN FIRM TELESPIAZIO WHICH TENDERING ERTS PROGRAM GROUND STATION EVIDENCED AT MAY 21 MEETING THAT COMPETITION NOW BENDIX AND ONE OTHER UNNAMED FIRM - BENDIX SUSPECTS CANADIAN CDC. BASIC PRICE PROJECT BETWEEN 2.5-3.5 MILLION DOLLARS WITH NOT ONLY ADD ON HERE BUT INFLUENCE ON OTHER SALES.

2. PROBLEM HAS ARISEN DUE ITALIAN REGULATIONS REGARDING ADVANCE PAYMENTS ON IMPORTS. ON MAJOR PROJECT THIS SIZE IT USUAL TO STAGGER PAYMENTS FROM CONTRACT SIGNING ONWARD TO WARRANTY EXPIRATION. TO MEET GOI REGULATIONS, TELESPIAZIO PROPOSED 90 PERCENT PAYMENT AT COMPLETION, 10 PERCENT AT WARRANTY EXPIRATION. BENDIX AND TELESPIAZIO HOPE REASONABLE EXIM FINANCING MIGHT BE AVAILABLE TO COVER INITIAL STAGES OF WORK AND BENDIX INTERNATIONAL, NEW YORK CITY, WILL BE CONTACTING EXIM RE THIS PROJECT. TO BE OF GREATEST VALUE, SOME READING ON SITUATION WOULD BE HELPFUL FOR BENDIX MEETING WITH TELESPIAZIO ON MAY 27.

3. IN PROCESSING THIS CASE, DEPARTMENT WILL RECALL THAT CURRENT BANK OF ITALY REGULATIONS PROHIBIT ITALIAN BANKS FROM GUARANTEEING FOREIGN IMPORT CREDITS.

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4. USDOC REQUESTED COORDINATE WITH EXIM ON FORTHCOMING BENDIX REQUEST. BENDIX INTERNATIONAL CONTACTS AT TEL (212) 262-8000 ARE MESSRS SPENCER ROSS AND J. HECKELMEN. EMBASSY SCIENCE ATTACHE JOHN MANNIELLO ATTENDING ATTACHE MEETING AT STATE THIS WEEK, IS INVOLVED HELPING PUSH USSFIRMS THIS TENDER, KNOWLEDGEABLE TELE-SPAZIO PROGRAM AND CAN BE CONTACTED AT SCI. NASA INTERNATIONAL AFFAIRS OFFICER JAMES MORRISON ALSO AWARE PROJECT.VOLPE

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Disposition Authority: n/a
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Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
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